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PX-0215Lawson Response to Public HealthTrust/Jackson Health System
RFP 06-5145

May 18, 2006

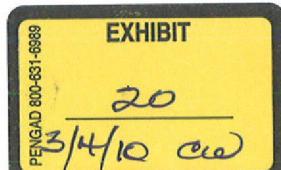


It's Time:

Form A-1

| | |
|--|---------------------------------|
| PROPOSER'S NAME (Name of firm, entity or organization): Lawson Software, Inc. | |
| FEDERAL EMPLOYER IDENTIFICATION NUMBER: 41-1251159 | |
| NAME AND TITLE OF PROPOSER'S CONTACT PERSON: | |
| Name: <u>Frank Urso</u> | Title: <u>Account Executive</u> |
| MAILING ADDRESS: | |
| Street Address: <u>380 St. Peter Street</u> | |
| City, State, Zip: <u>St. Paul, MN 55102</u> | |
| TELEPHONE: (248) 203-6595 | FAX: (651) 767-7141 |
| PROPOSER'S ORGANIZATIONAL STRUCTURE: | |
| <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other (Explain): _____ | |
| IF CORPORATION, | |
| Date Incorporated/Organized: <u>1975 as Lawson Associates, Inc.; Reincorporated 2001 as Lawson Software, Inc.</u> | |
| State Incorporated/Organized: <u>Delaware</u> | |
| States registered in as foreign corporation: <u>N/A</u> | |
| PROPOSER'S SERVICES OR BUSINESS ACTIVITIES OTHER THAN WHAT THIS SOLICITATION REQUESTS FOR: | |
| Our software includes financials, human resources, procurement, healthcare supply chain, distribution, retail operations, service process optimization, and enterprise performance management applications. | |
| LIST NAMES OF PROPOSER'S SUBCONTRACTORS OR SUBCONSULTANTS FOR THIS PROJECT: | |
| Siemens Medical Solutions | |
| PROPOSER'S AUTHORIZED SIGNATURE | |
| The undersigned hereby certifies that this proposal is submitted in response to this solicitation. | |
|  | Date: <u>May 12, 2006</u> |
| Print Name: <u>David Corbett</u> Title: <u>Vice President, Healthcare</u> | |

A-1 Rev. 1/7/98

L0096023
CONFIDENTIAL

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| Functional Capability | Currently Available | Currently Not Available | Attachment |
|---|---------------------|-------------------------|------------|
| Case carts | Yes | | |
| Exchange carts | Yes | | |
| On-line or batch picking | Yes | | |
| Automatically requests stock transfer from another location. | Yes | | |
| Direct billing to patient through patient accounting for par level replenishment. | Yes | | |
| Capability to perform tracking of equipment rentals. | Yes | | |
| Offer Electronic Invoice Matching. | Yes | | |
| Notify customer item 'killed' (item will not be ordered), or pending orders. | Yes | | |
| Generation of requisitions manually and through system. | Yes | | |
| Consolidation of requisitions across departments | Yes | | |
| Requisitioning process to Stores and Purchase | Yes | | |
| 9f. Order Entry Management | | | |
| General order entry functions, including par, cost centers, manual and standard ordering | Yes | | |
| Ability to utilize order books (or ordering templates) | Yes | | |
| 9g. Commodity Management Functions | | | |
| Does the system support creation and management of items on a central or remote site and on consignment | Yes | | |
| Does the system support generic and vendor catalogs with subcategories of inventory and stockless items | Yes | | |
| Support unit prices of "No Charge" | Yes | | |
| Support X12832, electronic price catalog data from vendors to the JHS item catalogs with updates to existing items only | Yes | | |
| Ability to update our catalogs with external vendor provided files | Yes | | |
| Ability to update vendor prices based on a contract effective date | Yes | | |
| Ability to track items to specific contracts | Yes | | |
| Ability to track dollars awarded versus purchased | Yes | | |
| Generate bar-code labels | Yes | | |
| 9h. Inventory Management Functions | | | |
| Just-in-time, consignment and perpetual inventory types | Yes | | |
| Ability to link inventory usage to patient and procedure identifiers | Yes | | |

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| Functional Capability | Currently Available | Currently Not Available | Attachment |
|--|---------------------|-------------------------|------------|
| Track expiration dates or recalls on perishable items | Yes | | |
| Update inventory automatically upon receipt, dispensing, transfers and adjustment of goods | Yes | | |
| Support inventory of stock items and automatically generate replenishment orders when the reorder point is reached | Yes | | |
| Maintain multiple units of measure for purchasing and for issuing | Yes | | |
| Ability to produce on demand a report of perpetual inventory reconciliation | Yes | | |
| Supports system average, moving average, and current inventory pricing methodologies | Yes | | |
| Interfaces with hand-held peripherals. Please identify manufacturer and models of compatible devices. | Yes | | |
| Interfaces with bar code readers. Please identify manufacturer and models of compatible devices. | Yes | | |
| Prepares bar code BIN labels. (Warehouse/Par Cart) | Yes | | |
| Stores HIBCC, LIC, UPC and NDC codes. | Yes | | |
| Ability to track patient chargeable items. | Yes | | |
| Maintains descriptive text, as well as special handling instructions, for each item. | Yes | | |
| Designation and reporting of stock vs. non stock. | Yes | | |
| Hazardous materials designations and disposal codes. | Yes | | |
| Expanded item search by: | | | |
| Vendor catalog # | Yes | | |
| Hospital-specific code | Yes | | |
| Partial description of item (e.g. wildcard, contains, etc.) | Yes | | |
| Manufacturer catalog # | Yes | | |
| Classification code | Yes | | |
| Vendor name | Yes | | |
| Manufacturer name | Yes | | |
| Inventory adjustment reclassification. | Yes | | |
| Item location identifier for main stock areas and departmental areas. | Yes | | |
| Unlimited number of locations? (if not, provide number) | Yes | | |
| Do you allow user-defined item categories for classifying like item types. (i.e. Class Codes) | Yes | | |